

Message Text

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ORIGIN OPIC-06

INFO OCT-01 AF-06 ISO-00 EB-07 /020 R

66612

DRAFTED BY:OPIC/F:BMHENDERSON

APPROVED BY:EB/IFD/OIA:RJSMITH

DVP/OPIC/F:JKCULMAN EB/IFD/OIA:DHSTEBBING

AF/S:WEATON AF/E:GGAY

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R 072318Z APR 75

FM SECSTATE WASHDC

TO AMEMBASSY PRETORIA

AMEMBASSY GABORONE

AMEMBASSY MASERU

AMEMBASSY NAIROBI

AMCONSUL JOHANNESBURG

AMEMBASSY MBABANE

UNCLAS STATE 078832

E.O. 11652: N/A

TAGS: EINV

SUBJECT: TRAVEL OPIC CONSULTANT RICHARD G. LEONARD

1. OPIC REQUESTS CONCURRENCE EMBASSIES FOR VISIT BY OPIC CONSULTANT RICHARD LEONARD FOR PURPOSE OF PROJECT IDENTIFICATION AND DEVELOPMENT IN BLS COUNTRIES. LEONARD, WHO WAS UNIDO SENIOR INDUSTRIAL ADVISER TO GOVERNMENT OF SWAZILAND, AND HAS PREVIOUS EXPERIENCE IN DEVELOPMENT FINANCING IN KENYA, SOMALIA, BRAZIL AND PUERTO RICO, IS ASSISTING OPIC IN SPECIAL PROGRAM TO PROMOTE U.S. INVESTMENT BLS. TRIP WILL ENABLE FOLLOW-UP OF CONTACTS ESTABLISHED IN U.S. AS WELL AS DISCUSSION WITH EMBASSIES, RELEVANT GOVERNMENT OFFICIALS AND DEVELOPMENT FINANCE INSTITUTIONS OF VIABLE PROJECTS IN SEARCH OF AN INVESTOR. LEONARD WILL ATTEMPT TO BUILD ON HENDERSON, FREEMAN TRIPS WHICH ESTABLISHED CONTACT BUT NOT REAL COMMUNICATIVE RELATIONSHIP WITH BDC, NIDCS, AND LNDC, TO WHICH OPIC IS LOGICAL "SISTER" AGENCY IN U.S. WE HAVE TRIED TO SCHEDULE ADEQUATE TIME IN BLS FOR DISCUSSIONS WITH PEOPLE EMBASSY BELIEVES APPROPRIATE; TRIP IS NOT A COURTESY VISIT AND COURTESY

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CALLS SHOULD BE KEPT TO A MINIMUM. APPRECIATE EMBASSY COMMENTS

AND APPOINTMENT ARRANGEMENTS TO DISCUSS SPECIFIC PROJECTS.

2. PROJECT POSSIBILITIES IN HAND SO FAR ARE GM PUG ASSEMBLY PLANT IN BITSWANA, H.H. ROBERTSON CO. BUILDING COMPONENT PLANT IN BOTSWANA, MONOGRAM INDUSTRIES MANUFACTURE CHEMICAL TOILETS AND DEL MONTE IN SWAZILAND. ALSO INTEREST IN DEVELOPING INFORMATION ON CARPET MANUFACTURING IN LESOTHO, WHICH WOULD BE HELPED BY WOOL SCOURING PROJECT NOW UNDER CONSTRUCTION.

3. ITINERARY AS FOLLOWS:

LV PHILA 8:45 PM 4/13 TW 756
ARR LONDON 8:45 AM 4/14

LV LONDON 9:45 PM 4/15 BA 019
ARR NAIROBI 8:15 AM 4/16

LV NAIROBI 9:15 AM 4/19 BA 019
ARR JOHANNESBURG 12:05 PM

LV JOHANNESBURG 11:45 AM 4/20 SA 407
ARR PORT ELIZABETH 1:15 PM

LV PORT ELIZABETH 10:10 AM 4/22 SA 408
ARR JOHANNESBURG 12:15 PM

LV JOHANNESBURG 2:00 PM 4/24 WZ 143
ARR MANZINI 3:10 PM

LV MANZINI 3:30 PM 4/27 SA 128
ARR JOHANNESBURG 4:40 PM

LV JOHANNESBURG 7:00 AM 4/28 SA 135
ARR MASERU 8:15 AM

LV MASERU 11:45 AM 4/30 SA 138
ARR JOHANNESBURG 12:55 AM

LV JOHANNESBURG 9:00 AM 5/1 SA 104
ARR GABORONE 10:05 AM
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LV GABORONE 3:45 PM 5/7 SA 113
ARR JOHANNESBURG 4:45 PM

LV JOHANNESBURG 6:45 PM 5/8 BA 028
ARR LONDON 8:50 AM

LV LONDON 11:30 AM 5/9 TW 755

ARR PHILA 2:35 PM

PLEASE MAKE RESERVATIONS AS FOLLOWS:

HILTON, NAIROBI, APRIL 16, 17, 18

HOLIDAY INN, JAN SMUTS APRIL 19, 27, 30

MOULIN ROUGE, JOHANNESBURG APRIL 22, 23

HOLIDAY INN, MASERU APRIL 28, 29

SWAZI INN, MBABANE, APRIL 24, 25, 26

HOLIDAY INN, GABORONE, MAY 1 THRU 6

4. FOR JOHANNESBURG: APPRECIATE CONFIRM LEONARD'S APPOINTMENT WITH JOHN RAHME, MANAGING DIRECTOR, GENERAL MOTORS, S.A. PORT ELIZABETH ON APRIL 19 TO DISCUSS ASSEMBLY PROJECT. RAHME ADVISED SEPARATELY BY GMC, NEW YORK.

5. FOR NAIROBI: PURPOSE OF VISIT TO CALL ON U.SGM COMPANIES WITH HEADQUARTERS FOR AFRICA IN NAIROBI. LEONARD SETTING UP APPOINTMENTS FROM WASHINGTON WHICH HAVE EXPRESSED INTEREST INVESTMENT IN BLS, SUCH AS DEL MONTE, FIRST NATIONAL CITY BANK, IHC, AND FIRST CHICAGO CORP.

6. FOR SWAZILAND: LEONARD EXPECTS TO ARRIVE SWAZILAND FROM JOHANNESBURG WITH ROGER SULLIVAN OF WORLD BANK. APPRECIATE EMBASSY MEET AT AIRPORT. LEONARD HOPES CHARLES WARD CAN ACCOMPANY HIM TO MASERU. INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: VISITS, INVESTMENT PROGRAMS
Control Number: n/a
Copy: SINGLE
Draft Date: 07 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE078832
Document Source: CORE
Document Unique ID: 00
Drafter: OPIC/F:BMHENDERSON
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750120-0978
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750474/aaaacprw.tel
Line Count: 145
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN OPIC
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 25 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25 JUN 2003 by RuthemTJ>; APPROVED <14 JAN 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRAVEL OPIC CONSULTANT RICHARD G. LEONARD
TAGS: EINV, SF, US, (LEONARD, RICHARD G)
To: PRETORIA MULTIPLE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006